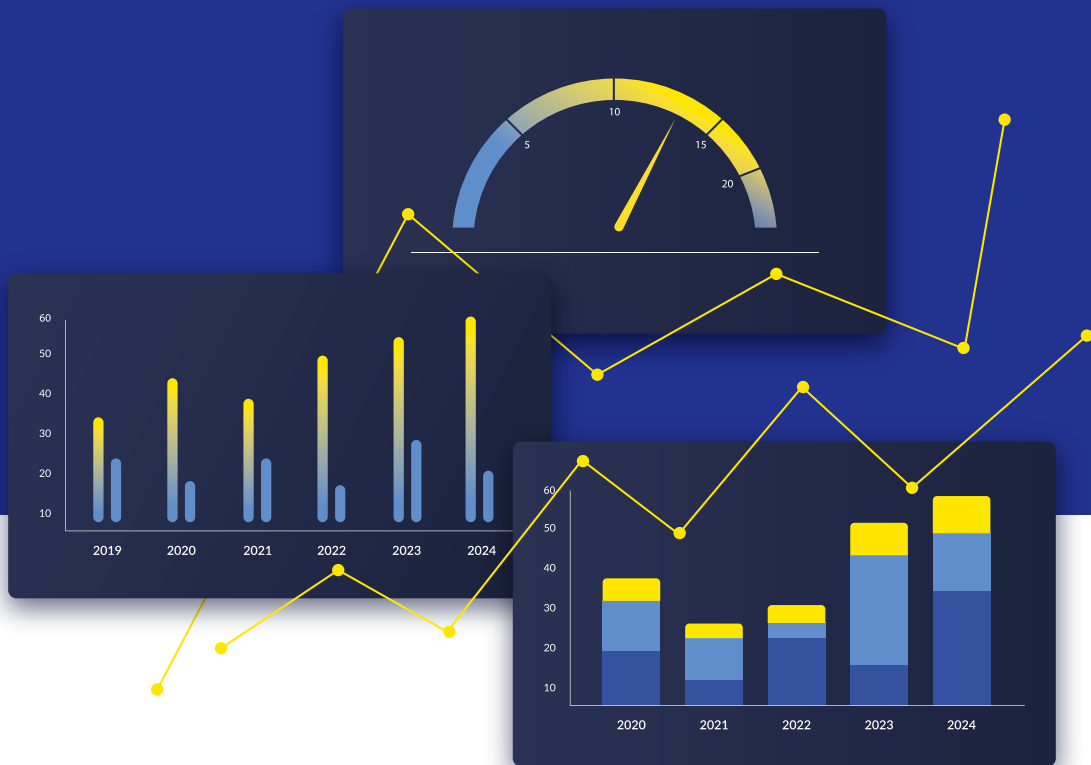


1C:ERP

Orchestrate your business
with ultimate flexibility

Powerful and flexible solution to help companies
meet the challenges of today's business, achieve
transparency of processes, and grow faster.



Vision. Insight. Control.

- ✓ Flexible solution for any specific business process
- ✓ Transparency of business and focus on the big picture
- ✓ One intuitive dashboard to control all business units
- ✓ Easy customization in-house as the business grows
- ✓ Fast implementation and launch within 3 – 4 months
- ✓ Low TCO and high acceptance rate



- ✓ Comprehensive approach to business management
- ✓ International methodology and local practice
- ✓ Cloud technology support and mobile device compatibility

1C:ERP is a powerful and flexible solution to help companies meet the challenges of today's business, achieve transparency of processes, and grow faster. 1C:ERP smoothly integrates into existing unique company processes with no need to alter them and is always ready to grow together with the business.

1C:ERP allows organizations to automate the whole variety of business processes, monitor key performance indicators, coordinate activities and interactions between company departments and locations.

Key advantages



Trustworthy, highly acclaimed ERP software

Business automation system developed by a company with more than 30 years of experience on the ERP market and 1.5 mln+ customers in manufacturing, retail, textile, transportation, and construction industries throughout the world.



Flexible solution tailored to your business needs

Built on the powerful 1C:Enterprise development platform, 1C:ERP provides an unlimited flexibility and can be fine-tuned to automate specific and even unique business processes in an organization. A platform-independent (Windows, Apple, Linux) solution, it smoothly integrates with the existing IT landscape:

- Software system (incl. TMS, WMS, CRM, accounting, etc.),
- DBMS (MS-SQL, PostgreSQL, DB2, Oracle, etc.),
- Hardware, etc.



Easy in-house customization

1C:ERP helps companies to manage continued business growth and support changes in production technology. The system provides a simple workflow to implement updates, add connectors, etc. without expensive consultations and months of development. With its customizable UI, any user can adjust the system to current tasks.



Instruments for KPI tracking and business analysis

Variety of reports and instruments for production planning and cost analysis, ongoing tracking and control of the lead time, coordination of material resources, balancing plans and budgets – all the functionality is included for all users by default. There is no need to pay for add-ons or separate modules.



Fast implementation and affordable cost of ownership

Implementation of 1C:ERP brings considerable financial growth due to increased productivity and fast return on investment.



Individual approach for each customer

Thorough support at any stage of system implementation or working cycle, provided by the 1Ci team and 1Ci partners, which are always within reach via phone calls or emails.

Ensuring management efficiency

- ✓ Planning and controlling
- ✓ Automation of major business processes
- ✓ Real-time data for effective decision-making



1C:ERP offers a solid foundation for complex enterprise management systems, ensuring data-based decision making, business process transparency, and easy performance assessment on company, department, or employee level.

Economic impact of implementing ERP on 1C:Enterprise platform*		
	Target indicator	Average value
Stock and manufacturing	Material resources reduced by	24%
	Material resource expenses reduced by	17%
	Operating expense reduced by	16%
	Product cost decreased by	9%
	Product turnout increased by	36%
	Manufacturing productivity improved by	33%
Operating assets	Warehouse inventory turnover increased by	28%
	Accounts receivable reduced by	22%
Efficiency and agility	Order processing accelerated by	75%
	Lead time decreased by	26%
	Operating expenses decreased by	17%
	Profit increased by	14%
Labor effort and reporting	Departmental labor effort reduced by	29%
	Management reporting generation accelerated by	2.9 times

*Based on data from 136 published implementation projects as confirmed by customers.

Functionality



Enterprise activity
monitoring and analysis



Production management



Expense management
and cost calculation



Financial management



Budgeting



Customer relationship
management



Sales management



Warehouse and stock
management

1C:ERP evolution and innovation



- ✓ Regular functionality updates
- ✓ Meeting the changing business needs

1C:ERP evolution and innovation

1C:ERP incorporates world-class best practices for large and medium business automation. With regular functionality updates, the solution evolves constantly to better meet the changing business needs.

- **Manufacturing management subsystem** includes intershop management, operational management, operations dispatching, bottleneck management, and equipment load control.
- **Repair management subsystem** includes keeping lists of repair objects, running time recording, maintenance and unscheduled repair monitoring.
- **Cost calculation subsystem** provides visual cost breakdown and calculation justification control.
- **Financial management subsystem** introduces support for accounting by line of business and flexible expense allocation rules.
- **Advanced budgeting subsystem** implements budgeting table model and employs Gantt charts as a powerful and visual tool for budget process management.
- **Warehouse and sale subsystems** provide efficient sales management accessible from mobile workplaces of warehouse workers and trade representatives.
- **Customer relationship management subsystem** offers assessment of marketing events, tracking of customer transaction stages, generation of sales funnel, and analysis of employee performance.
- **Purchase management subsystem** introduces specialized workplaces supporting automated calculation of inventory demand in accordance with current supply rules.
- **International financial accounting subsystem** provides accounting features and allows to generate reports based on combined data from real-time accounting and parallel accounting, in compliance with a variety of reporting methodologies.

Trusted by industry

SIEMENS

Automation of logistics, manufacturing processes, sales, compliance and reporting.

Gulliver

Integration of an automated accounting system to reduce manual processing.

NordStar

Automation of supply chains, logistics, inventory and accounting management.

EKC

Automation of accounting process for better transparency and real-time cost analysis.

AKADO

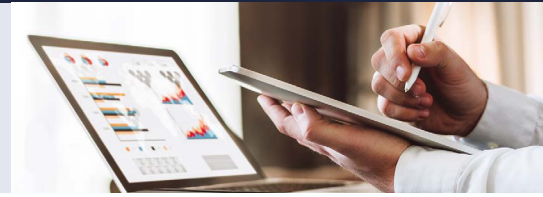
Creation of an enterprise management system to improve business operations.

РУССКОЕ ЗЕРНО

Implementation of consolidated reporting system for the whole enterprise.

Enterprise activity monitoring and analysis

- ✓ Real time tracking of key indicators
- ✓ Analysis of financial results
- ✓ Explaining indicators



Target indicator dashboard is used to monitor and analyze enterprise performance. 1C:ERP allows to analyze key indicators and their dynamics, and display these in a variety of views: brief, detailed, visual.

Key features:



- Building a hierarchical model of targets and target indicators.
- Preparing multiple options of performance indicators for comparison.
- Monitoring the target indicators with source data clarification; employing "Day-Week-Month" control scheme.
- Performing financial result analysis per line of business.
- Generating a variety of visual forms for analytical reports.
- Providing connectivity for mobile devices (phones or tablets), delivering reports by email.

Target indicator monitoring and analysis tools help to:

- Set an unlimited number of target indicators and define procedures for their analysis.
- Monitor operations of the entire enterprise at a glance, in real time.
- Proactively identify deviations from the plan, negative dynamics and growth points.
- Break down target indicators to the business operation level.

Enterprise activity monitoring and analysis



- ✓ Mobile apps
- ✓ Pre-configured reports
- ✓ Dynamic indicator analysis

1C:ERP solution offers a solid foundation for complex enterprise management systems, ensuring effective decision-making, business process transparency, and easy performance assessment on company, department, or employee level.

Using mobile devices

Mobile applications enable the users to:

- View the target indicators represented as charts or detailed reports.
- Classify target indicators in reports.
- View contact information and profiles of partners.
- Run selective data synchronization to speed up operations.

Analytical and short-term reports

1C:ERP offers a set of reports providing the executives and employees with data valuable for effective decisions.

← → ☆ Gross profit of the enterprise

✓ Period: 01.01.2017 - 31.01.2017

Department: Manager:

Run report Set up... Find... 0 Σ

Gross profit of the enterprise (USD)

Data parameters: Period: 01.01.2017 - 31.01.2017
Show sales: Except for sales between one's own legal entities
Sales data: In the currency of management accounting VAT inclusive
Goods quantity: In storage units

By departments

Department	Revenue	Goods cost Total	Purchase cost	Additional expenses	Gross profit	Profit
Executives	7 747 429,35	2 240 457,47	1 961 306,64		5 506 971,88	71,08
Commercial department	7 747 429,35	2 240 457,47	1 961 306,64		5 506 971,88	71,08
Total	7 747 429,35	2 240 457,47	1 961 306,64		5 506 971,88	71,08

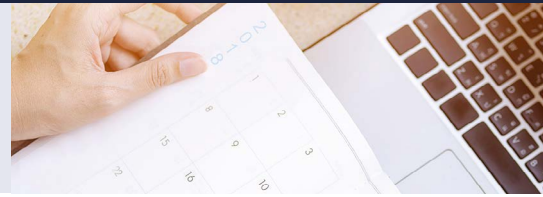
By managers

Manager	Revenue	Goods cost Total	Purchase cost	Additional expenses	Gross profit	Profit
Sales order / Sale						
Leonard Cooper	7 747 429,35	2 240 457,47	1 961 306,64		5 506 971,88	71,08
Sales order PD00-000003 dated 23.01.2017 12:00:00	3 534 609,72	731 699,93	653 377,33		2 802 909,79	79,30
Sales of goods and services PD00-000010 dated 31.01.2017 23:59:59	1 910 003,24	17 700,00	17 700,00		1 892 303,24	99,07
Sales order PD00-000001 dated 10.01.2017 12:00:00	2 228 337,11	1 490 349,54	1 289 521,31		737 987,57	33,12
Sales order PD00-000002 dated 27.01.2017 12:00:00	74 479,28	708,00	708,00		73 771,28	99,05
Total	7 747 429,35	2 240 457,47	1 961 306,64		5 506 971,88	71,08

By analytical accounting groups

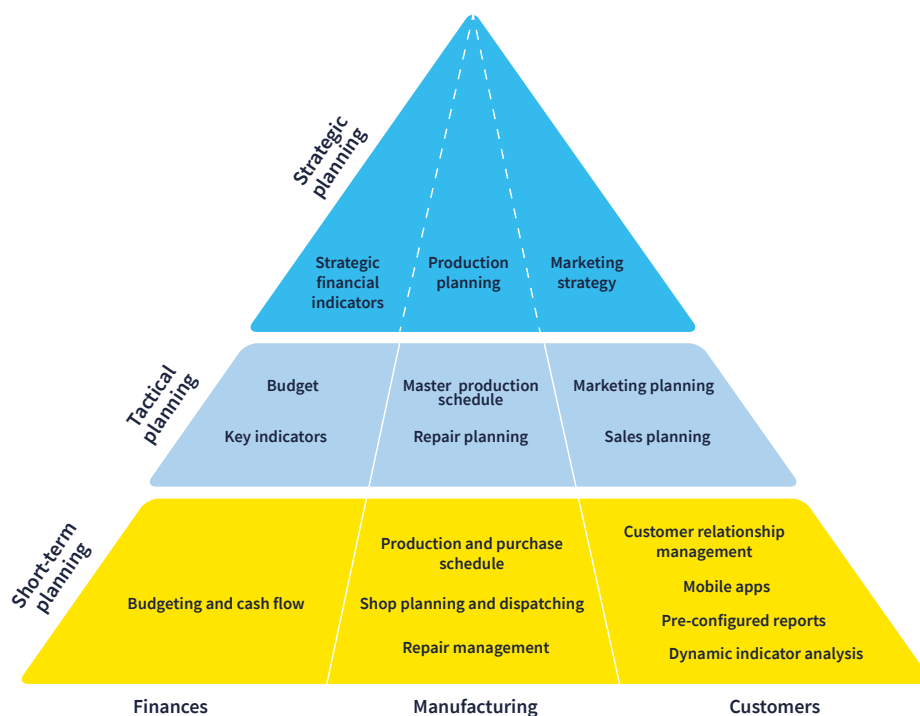
Analytical accounting group	Revenue	Goods cost Total	Purchase cost	Additional expenses	Gross profit	Profit
Products	5 159 590,09	1 519 377,54	1 318 549,31		3 640 212,55	70,55
Woodwork	2 587 839,26	721 079,93	642 757,33		1 866 759,33	72,14
Total	7 747 429,35	2 240 457,47	1 961 306,64		5 506 971,88	71,08

- ✓ Creating coordinated plans
- ✓ Evaluating planning results
- ✓ Coordinating interactions between company departments and services



1C:ERP delivers coordination between enterprise departments and services involved in preparing and fulfilling the sales, production, and purchase plans.

1C:ERP supports multiple planning levels:



- Planning management.
- Multi-scenario planning.
- Separate baseline and management plans.
- Plan data sources (importing data from past periods, from third party sources, by formulas, etc).
- Seasonal index support.
- Stock balance forecasting based on planned receipts and expenses.
- Automated material planning as required by production plans.
- Plan validation, plan balance checks, demand plan feasibility assessment.
- Sales variance support.

Production planning



- ✓ Flexible production planning
- ✓ Supervision of product and semi-finished product manufacturing

Production plans are used to:

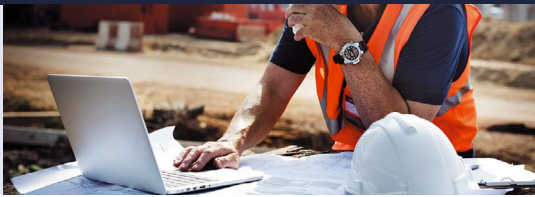
- Generate product output plans.
- Perform automated planning of semi-finished product output and automated calculation of demand in purchase of materials or components.
- Analyze plan feasibility, including calculation of required equipment and labor costs, with manual adjustment and resource balancing options.

Production planning features:

- Rolling planning support.
- Editable values in earlier plans, plan updates for specific dates.
- Product and semi-finished product manufacturing plan control using manufacturing start/end dates with one-day precision.
- Recalculating and updating production plans upon any changes in master data.
- Inventory planning for repair production, adjusted for probability of defects.
- Calculating demand for materials, adjusted for probability of material consumption.

Strategic, tactical, and short-term plan coordination in finance, manufacturing, staff, marketing and sales areas improves efficiency of corporate governance and ensures further growth. Short-term plan adjustment ensures optimal enterprise resource allocation for future periods.

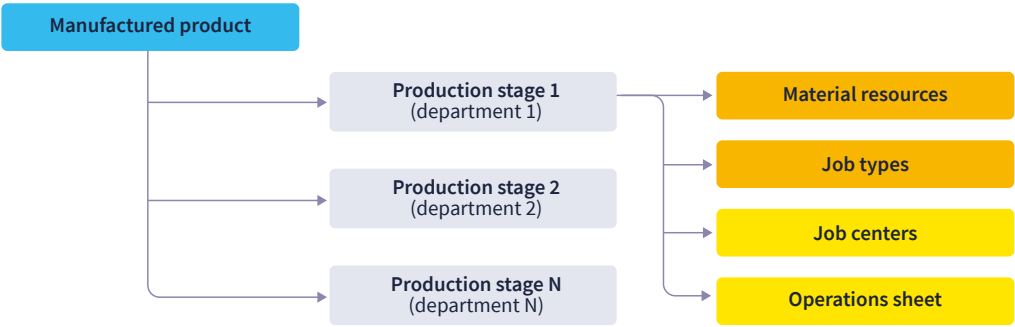
- ✓ Data-backed production preparation process
- ✓ Shop activity coordination across departments
- ✓ Shop production management



Product data management

1C:ERP offers functionality for creating and maintaining a unified regulatory database required for production management. Bills of resources are used to specify standard production demand for material and labor resources, and to describe the manufacturing process. 1C:ERP supports universal bills of resources that apply to a product type instead of a single product. Bills of resources describe the production routes as a sequence of production stages performed in departments or shops, with lists of key resources.

Operations sheets describe production stages as a sequence of manufacturing operations.



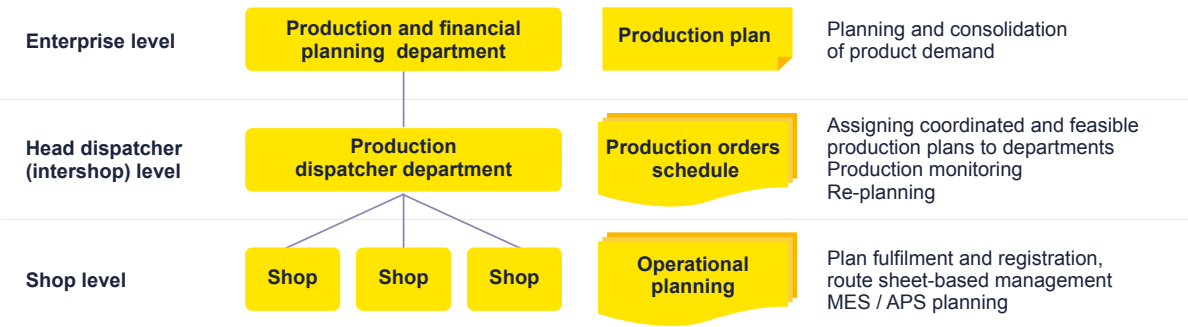
Production order management

1C:ERP provides 3 levels of production management: planning and consolidation of product demand, intershop management, and shop management.

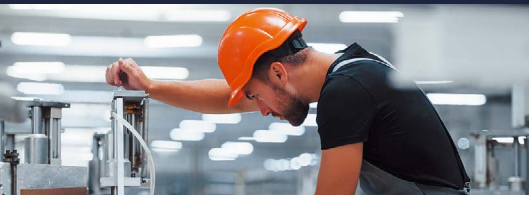
Consolidated product demand is based on sales forecast, production plan, production orders additional to the plan.

Intershop management includes generation of production schedules and coordination between all production departments.

Shop management involves production job supervision and schedule enforcement.



Production management



- ✓ Optimization of product costs and lead time
- ✓ Streamlined shop document exchange

Production schedule

Production schedule is created on the basis of sales plans, production plans, customer orders, and internal orders (including production equipment repair orders). 1C:ERP algorithms convert incoming production requests into a production order queue considering priorities and deadlines. Users can add production stages to a schedule manually, if necessary.

Production schedule helps to:

- Assess whether a production order can be completed before the deadline, performing critical path analysis.
- Create a set of coordinated production programs/plans for multiple departments.
- Optimize material and labor resource consumption by production departments.
- Manage short-term changes and deviations in production plans.

← → ☆ Production schedule planning for order No.4 dated 26.07.2019

Plan Save

Summary information Products Steps

	Launch date	Release date	Delay	Duration
Required by order	26.07.2019 00:00	30.08.2019 00:00		
On schedule	15.08.2019 08:00	27.08.2019 18:00		12 days
By model				

Execution dates

2019

Equipment load, % (model)

Delay in s

0 0.2 0.4 0.6 0.8 0

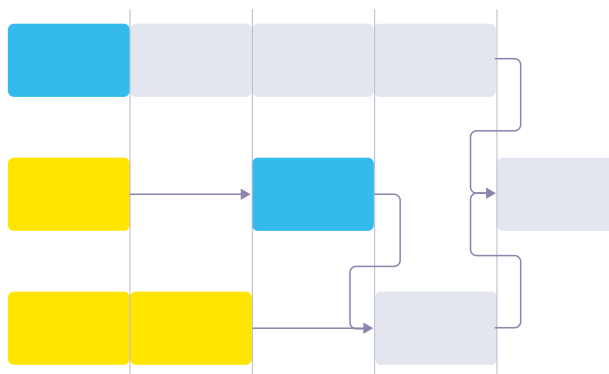
required schedule model

Order schedule is not relevant. There are stages which require replanning (total: 1).

Stage outside of the critical path. Completing this stage faster will not affect the order completion date.

Stage inside the critical path. Delayed completion of this stage may delay the whole order. Attention required.

Crucial stage. You need to complete this stage faster if you want to finish the order earlier.



- ✓ Industry 4.0 support on MES level
- ✓ Resource supply control
- ✓ Calculating and normalizing manufacturing costs



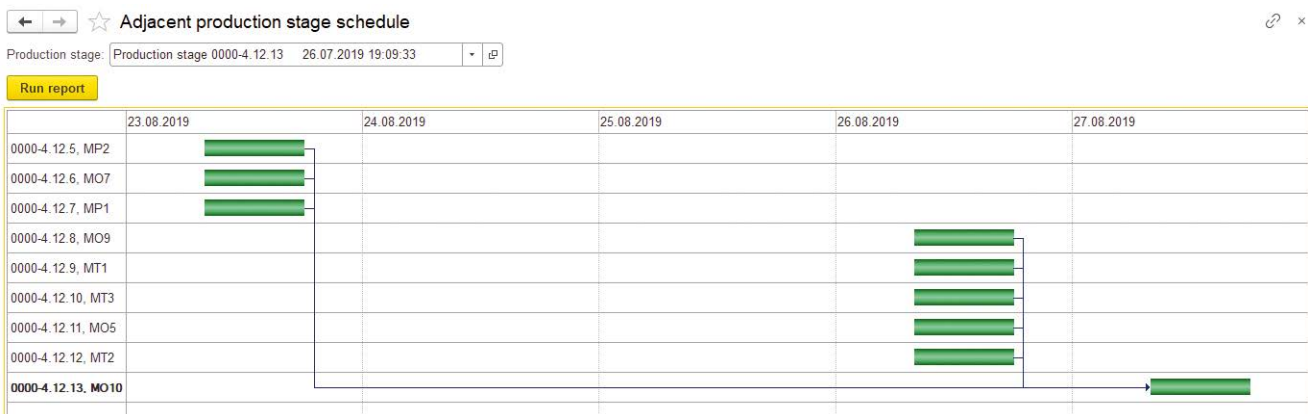
Shop management

Manufacturing work performed in departments is based on the production schedule and aimed to meet the deadlines set for production stages. Work to be performed within a stage is planned by local dispatcher. The local dispatcher creates work schedules for each time frame according to the current production environment in line with DBR methodology and MES/APS algorithms. A barcode-based automated work performance recording system is available.

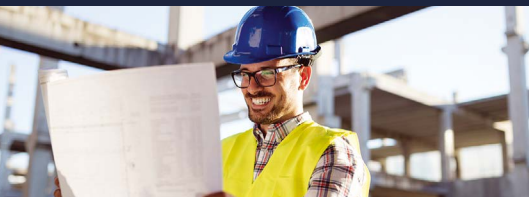
1C:ERP includes a set of tools that help local dispatcher to:

- Monitor resource supply for production stages.
- Prepare and test work schedules and work center load schedules using optimization criteria.
- Allocate local production batches for processing (creates route sheets).
- Monitor execution of manufacturing processes in their department.
- Reschedule the route sheets.
- Notify the head dispatcher of any critical deviations from the production schedule.
- Supervise automated management of shift jobs and duties.

Local dispatcher also defines priorities between the speed and cost, and chooses how equipment load is allocated: evenly between all available equipment units, or maximum load for minimum number of units.



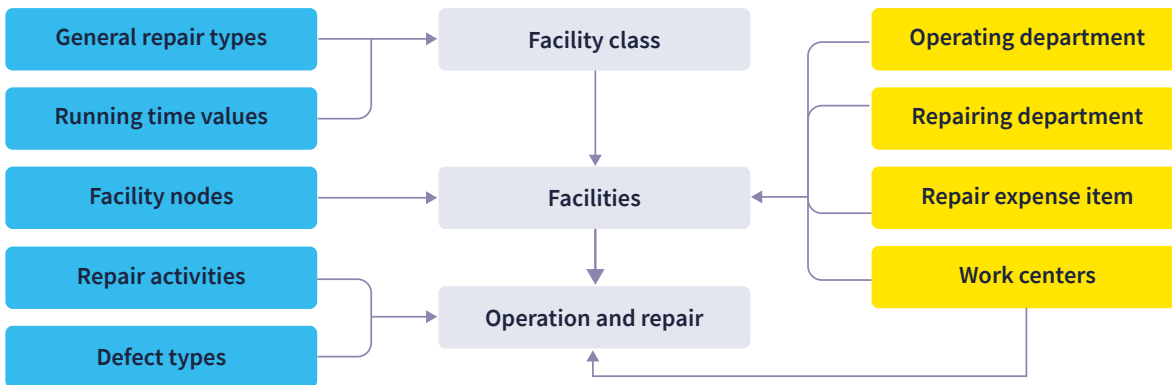
Repair management



- ✓ Improving repair efficiency
- ✓ Recording equipment output
- ✓ Planning scheduled repairs

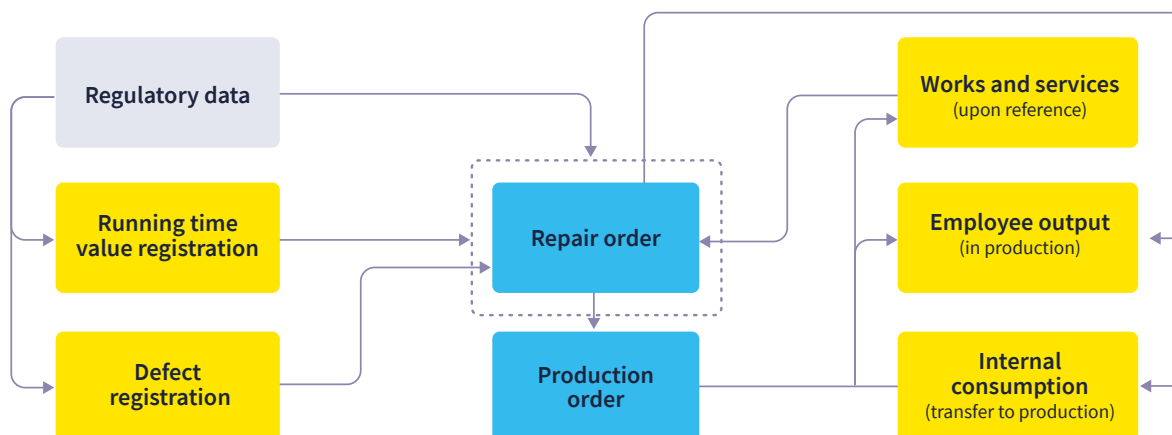
1C:ERP offers extensive functionality for equipment maintenance and repair. Repair automation ensures more efficient usage of enterprise resources, resulting in:

- Easier preparation, planning, and supervision of measures against equipment downtime (scheduled inspections, early identification of abnormalities, prevention of defects).
- Higher product quality due to better equipment health monitoring (regular replacement of consumables and spare parts, running time and remaining lifetime tracking).
- Lower costs of maintaining equipment in good working condition.
- To be even more efficient, repair automation requires unified standards for spare part support and repair financing.



The repair subsystem features:

- Recording and saving information on equipment in work, its operation and maintenance planning parameters.
- Registering operational time of selected equipment
- Planning scheduled repairs.



Expense management and cost calculation

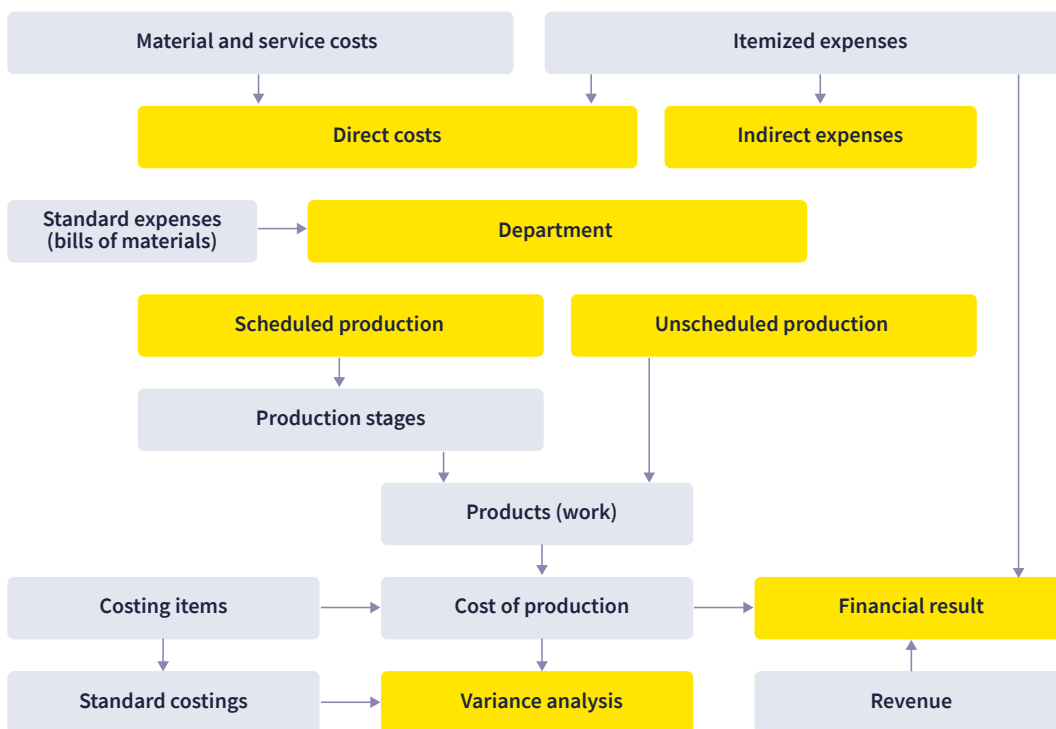
- ✓ Separate cost accounting for lines of business
- ✓ Separate cost accounting for orders
- ✓ Product release costs in terms of primary expenses



1C:ERP offers an expense management system based on best practices and powerful functionality, intended to reduce expenses due to more efficient use of available reserves.

In 1C:ERP, three categories of expenses are implemented:

- **Product costs.** These are department expenses associated with production orders and manufactured goods (or performed work).
- **Financial result expenses** are associated with lines of business, companies, cost centers (departments).
- **Capital asset costs.** This category includes expenses that create value of future fixed assets and intangible assets, major construction costs, R&D expenses.



The following approaches are used to design and create an expense management system:

- Collecting complete information on enterprise expenses using operation-based (standard resource consumption rates, characteristics of performed work, etc.) and value-based properties of business processes.
- Identifying important and controlled expenses.
- Using procedures for expense allocation to product release cost and financial result.
- Creating value of current and capital assets, R&D expenses, major construction costs.
- Creating production costs by costing items with defined expense classification.

Expense management and cost calculation



- ✓ Standard costing of manufactured goods
- ✓ User-friendly month-end closing wizard
- ✓ Preconfigured financial result reports

Determining financial results

Financial result is a measure of enterprise efficiency that represents equity within a reporting period. 1C:ERP offers functionality for generation and analysis of financial result, such as:

- Calculating financial results for specific lines of business.
- Calculating general and specific financial results.
- Recognizing miscellaneous income and expenses.

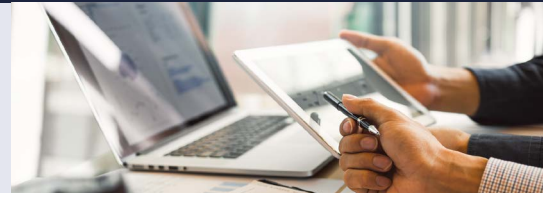
Financial results can be created from: sales of goods and services for each separate order, customer transactions, departments, managers, suppliers, or groups of goods financial accounting. Cost analysis of goods/semi-finished products includes production costs in sales documents.

Financial results

Data parameters: Period: 01.01.2019 - 31.12.2019

Section	<Line of business is not specified>	\$
Income / expense item	Amount	A
Indicator "Profit / (loss)"		
Income	152 696 939,37	
Operating income	70 742,80	
Other items	152 626 196,57	
Expenses	(3 049 193,42)	
General business expenses (direct costing)	(450 580,39)	
Selling expenses	(519 912,81)	
Goods cost	(2 078 700,28)	
Other expenses	0,06	
Other items		
	149 647 745,95	

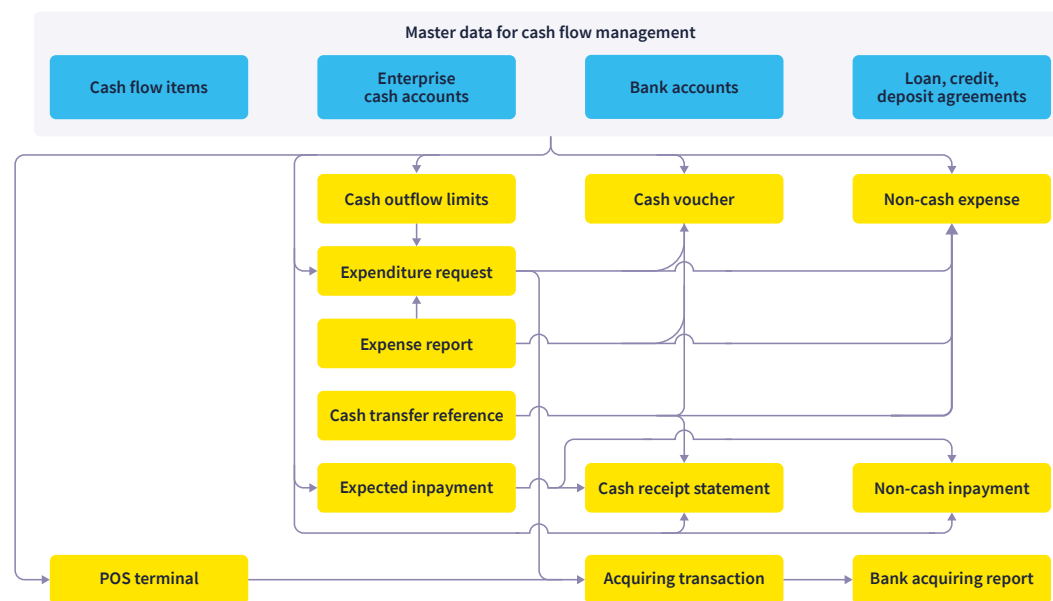
- ✓ Improving payment discipline
- ✓ Using floating assets efficiently
- ✓ Preventing cash gaps



1C:ERP offers planning and short-term control of cash and non-cash receipt and expenses, as well as real-time reflection of cash transactions.

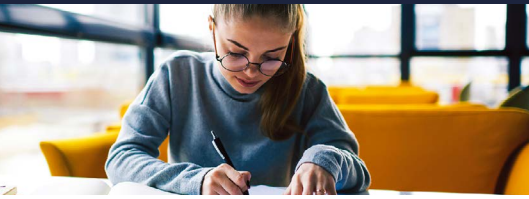
Key features:

- Settlement grouped by contracts, orders, invoices.
- Classification of transactions by cash flow items.
- Control of funds use limitations.
- Multi-currency settlements and debt analysis.
- Multiple payment methods.
- Multi-stage invoice approval.
- Using credit, loan, and deposit agreements for financial planning.



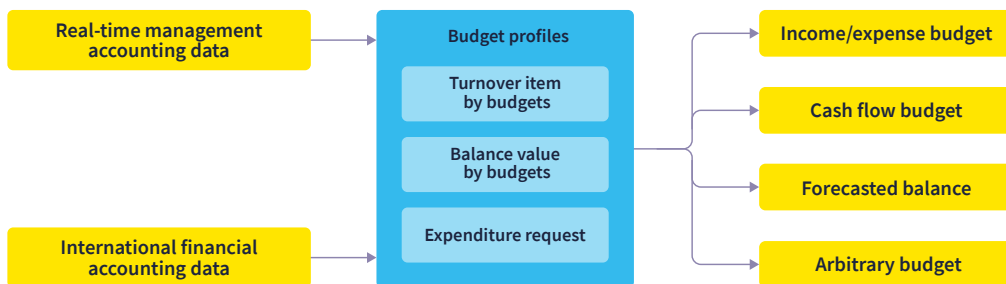
Payment calendar is the primary tool for short-term financial planning, generation and supervision of payment schedules.

Budgeting



- ✓ Advanced financial analysis
- ✓ Budget form creation
- ✓ Tracking KPI target fulfillment

Budgeting functionality of 1C:ERP includes tools for corporate financial planning, optimal decision making, and tracking financial goals of the company. Users can choose to apply budgeting planning tools for strategic, tactical, or short-term planning. Flexibility, scalability, and easily customized budget forms and financial reports are key advantages of the budgeting subsystem.



Key features:

- A range of budget planning options: based on data from previous periods, executed "from scratch", based on custom planning procedures.
- Multi-scenario planning with auto calculation of multiple possible scenarios.
- Accounting under multiple currencies, with conversion at plan rates.
- Reflecting payment plans in budgeting.
- Sorting the factual budgeting data to business transaction level.
- Using both actual and plan data for planning of future periods.
- Multiple budget preparation scenarios (top to bottom, bottom to top).
- Multi-scenario planning for non-financial indicators, such as: customer satisfaction, conversion rate, and more.
- Customizable expense allocation procedures.
- Restricted access to plan data for specific companies, departments, scenarios, budget kinds, items, and indicators.

← → ☆ Budget entry document 000000025 dated 11.03.2017 8:00:

Main

Post and close



Reports



Print



Files

Main Budget

Edit in the list

Automatic recalculation



Update

Budget indicator /	
Budget item /	
Dimension	
Cash balance as of the period start	
Core activity	
Inpayments	138 600
Receipts from sales of goods, works, services	138 600
West Street (west branch)	138 600
AP Sales contract	138 600
<other contracts>	
<other counterparties>	
<other contracts>	
Payments of cash	(129 546)
Payment for raw materials, goods, works, services	(79 813)
21 Century Tools	(79 813)
AP Purchase	79 813
<other contracts>	
<other counterparties>	
<other contracts>	

- ✓ Automated budget process management
- ✓ Visual control over budget planning
- ✓ Comparing optimistic and pessimistic budgets



Budget process management

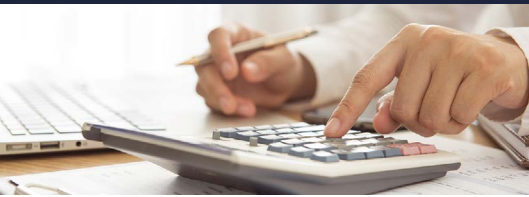
Efficient budget process management makes it easier for employees to perform their tasks effectively, and for department managers to supervise the process and make better management decisions.

Key features:

- Support for complex budget planning options, including sequential and parallel.
- Visual representation of budget planning and budgeting, including variance analysis.
- Budget process monitoring by stages, grouped by responsible person.
- Budget process fulfilment forecasts based on current status of tasks for each stage.
- Flexible budget approval procedure.

1C:ERP also includes decision-making support for budget approval procedures, and analysis of budgets on approval through control reports predefined for the budget process. Stages of the budget process can have an unlimited number of milestones, thus providing highly detailed information for decision-making.

International financial reporting standards



- ✓ Preconfigured IFRS model
- ✓ Flexible customization to meet enterprise requirements
- ✓ Financial report generator

1C:ERP supports international accounting standards based on real-time accounting posting templates.

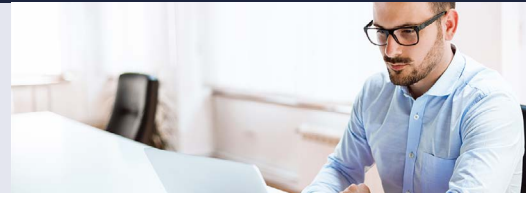
Key features:

- Customizable chart of financial accounts.
- Rules for recording postings in accounting.
- List of posting templates is determined by accounting policies.
- Accounts are specified using data from financial accounting groups for: settlements, products, funds, income and expenses.
- Postings are recorded in accounting in deferred mode; scheduled jobs are supported.
- Report generator can be used to prepare financial reports, including predefined reports with hierarchical indicators.
- Users can choose to use the pre-built model for posting templates and reports, or to configure the subsystem for compatibility with the management chart of accounts existing in the company.

International chart of accounts												
Create		Usage instances		Search (Ctrl+F)								
Code	Order	Description	International name	Kind	Curr.	Qty.	Depart.	Area	Extra dimension1	Extra dimension2	Extra dimension3	
00000	00000	Internal		AP			✓					
10000	10000	Long-term assets	Non-current assets	AP			✓	✓				
10500	10500	Fixed assets: property, machines, and e...	Property, plant and equipment	AP			✓	✓				
11000	11000	Investment property	Investment property	AP			✓	✓	Fixed assets			
11500	11500	Goodwill	Goodwill	AP			✓	✓	Counterparties			
12000	12000	Intangible assets, excluding goodwill	Intangible assets other than goodwill	AP			✓	✓	Intangible assets			
12500	12500	Investments in subsidiaries, associate c...	Investments in subsidiaries, joint venture...	A			✓	✓	Counterparties	Contracts		
13000	13000	Investments recorded according to the e...	Investments accounted for using equity ...	AP			✓	✓	Counterparties	Contracts		
13500	13500	Long-term biological assets	Non-current biological assets	AP			✓	✓	Other assets and liabilt...			
14000	14000	Long-term issued loans	Non-current loans	AP	✓		✓	✓	Counterparties	Contracts		
14500	14500	Trade and other long-term accounts recei...	Trade and other non-current receivables	AP			✓	✓	Counterparties			
15000	15000	Long-term inventory	Non-current inventories	A			✓	✓	Products			
15500	15500	Deferred tax assets	Deferred tax assets	A			✓		Kinds of assets and lia...			
16000	16000	Long-term tax accounts receivable	Non-current tax assets	AP			✓	✓				
17000	17000	Other long-term financial assets	Other non-current financial assets	AP			✓	✓	Counterparties	Contracts		
18000	18000	Other long-term non-financial assets	Other non-current non-financial assets	AP			✓	✓	Counterparties	Contracts		
20000	20000	Short-term assets	Current assets	AP			✓	✓				
20500	20500	Inventory	Inventories	AP			✓	✓				
21000	21000	Short-term issued loans	Current loans	AP	✓		✓	✓	Counterparties	Contracts		
21500	21500	Trade and other short-term accounts rec...	Trade and other current receivables	AP	✓		✓	✓	Counterparties	Contracts		
22000	22000	Short-term issued advances	Current advances paid	AP	✓		✓	✓	Counterparties	Contracts		
22500	22500	Short-term tax accounts receivable	Current tax assets	AP			✓	✓				
23000	23000	Short-term biological assets	Current biological assets	A			✓	✓	Fixed assets			
23500	23500	Assets to be written off as costs	Assets to be written-off as expenses	A			✓	✓	Expense items			
26500	26500	Short-term accounts receivable of financi...	Short-term receivables from financing act...	AP	✓		✓	✓	Counterparties	Contracts		

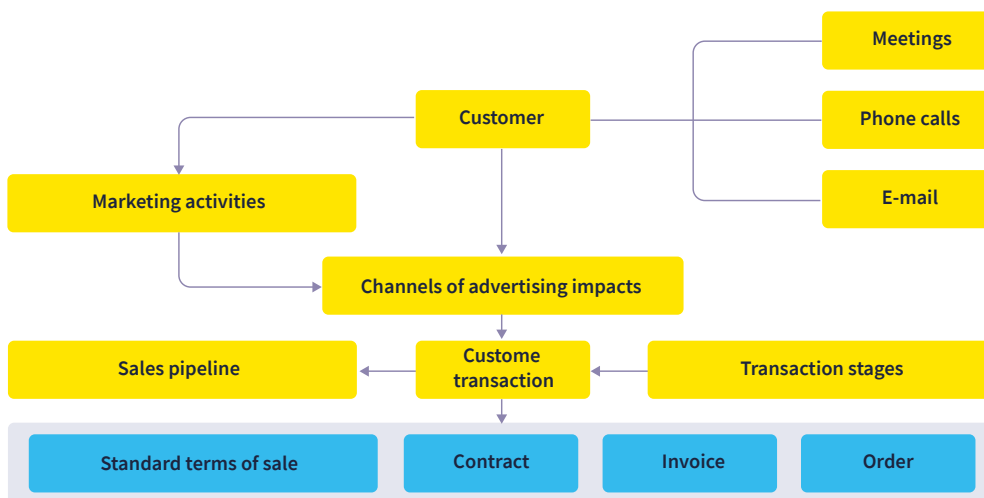
Customer relationship management

- ✓ Unified sales process
- ✓ Customer retention and attraction
- ✓ Evaluating manager performance



Customer relationship management (CRM) is a technology for managing the company's long-term relationships with customers and suppliers. 1C:ERP offers a range of powerful tools for attracting and retaining customers, including:

- Storing detailed contacts of counterparties and their employees.
- Monitoring customer interactions using notifications.
- Segment customers and products, select business areas for sales analysis.
- Registering and assessing marketing events.
- Recording the full customer interaction cycle, from the initial contact to complete fulfilment of mutual obligations, using structured sales business processes.
- Storing unique and template agreements, managing flexible discounts with auto calculation option.
- Monitoring and analyzing customer claims regarding the shipped products.
- Sending out newsletters and notifications.
- Performing ABC (XYZ) classification with BCG matrix.
- Creating sales funnels, analyzing causes of lost opportunities.
- Storing information on competitors and their pricing policies.



1C:ERP allow to evaluate manager performance based on the following parameters:

- Sales volume and revenue.
- Customer retention rate.
- Time spent on customer transaction support.
- Reasons of lost deals.
- Customer and product segment data grouped by business area.

Sales management



- ✓ Reducing lead time
- ✓ Effective sales management
- ✓ Expanding target markets

1C:ERP provides tools for sales tracking and planning, saving time and efforts for sales managers and streamlining their daily routine.

Key features:

- Wholesale management for stock sales and sales to order, temporary product reservation.
- Automation of retail sales. Integration with store equipment, product list management, printing price tags and barcode labels, using loyalty cards, and more.
- Mobile application for trade representatives.
- Flexible pricing. Multiple price types in multiple currencies, unique and template agreements.
- Consignment sales, dedicated consignment reports, agent services.
- Delivery planning tools supporting both company's own and hired car fleet.
- Streamlined procedure for preparing documents on stock movement between companies.
- Filling the acceptance note with assignments for works with a specific activity area or under a specific customer order.
- Analytical and real-time reports.

Statement of settlements with customers					
Data parameters: Period: 01.01.2019 - 31.12.2019					
Report data: In the mutual settlements currency					
Company	Currency		Start balance		
Customer	Counterparty	Contract	Customer debt	Our debt	
Andromeda Plus	EUR		142 060 000,00		
West Street	West Street	Sales contract No. 1	4 000 000,00		
West Street (west branch)	West Street (west branch)	AP Sales contract	138 060 000,00		
Andromeda Plus	USD		35 400,00		
West Street	West Street		35 400,00		
Blue Bird	EUR		2 220 000,00	58 185 720,00	
Alfa	Alfa	1	400 000,00		
Alfa Proton	Proton Service	SDO fulfilment	1 770 000,00		
Appliances	Appliances			63 720,00	
Appliances	Appliances	1		500 000,00	
Assol	Assol	1	50 000,00		
BT Corporation	BT Corporation	PD SDO DS-20-1516		18 000 000,00	
Household Goods store	Household Goods			34 000,00	
InnoTrade	InnoTrade	1		6 000 000,00	
Mario	Mario	PD Metal structure sale		68 000,00	
Mc Smith's JSC	Mc Smith's PJSC	PD SDO DUK-15-1517		12 000 000,00	
Mc Smith's JSC	Mc Smith's PJSC	PD SDO TM-30-1416		18 120 000,00	
West Street	West Street	PD Sale of racks		3 400 000,00	
Branch PR-A (Strew)	EUR			32 000,00	
Groceries mart	Groceries mart			32 000,00	
Business Alliance	EUR		6 919 522,00	611 816,00	
Assol	Assol	DS Tool sale	25 494,00		
Ivan Raskinen	Ivan Raskinen		4 160,00		
Pro Equipment	Pro Equipment		6 870 668,00		
Sunrise building center	Sunrise building center			7 316,00	
Sunrise building center	Sunrise building center	DS Tool supply		210 000,00	

Customers can create and track self-service orders online. While in self-service mode, customers can:

- View their orders.
- View whether a product is currently available at warehouse.
- Create orders.
- Monitor current settlements.
- Change their contact information.
- Prepare consignment reports.
- Open claims.
- Create purchase plans.

Purchase management

- ✓ Optimizing purchase structure
- ✓ Choosing best suppliers
- ✓ Minimizing additional purchase expenses



Production requires a steady inflow of materials and timely fulfilment of customer orders within the planned cost limits. This, in turn, calls for smart purchasing.

1C:ERP features:

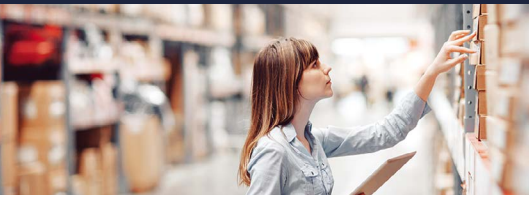
- Determining production and warehouse demands.
- Planning purchase activities on the basis of sales plans, production plans, and customer orders.
- Recording the entire purchasing cycle, from demand to delivery of goods.
- Storing a delivery history, identifying the most reliable suppliers.
- Maintaining contracts, template and unique purchase agreements.
- Recording supplier prices automatically upon inventory receipt.
- Managing statuses and conditions of purchase orders.
- Supporting a variety of purchase document exchange methods.
- Recording quantity and quality discrepancies during inventory receipt.
- Automatically registering numbers of customs cargo declarations.
- Managing goods deliveries from suppliers.
- Preparing agent service agreements with suppliers.
- Implementing "Goods in transit" scheme.
- Recording unbilled goods deliveries during purchase.

Generation of orders based on demands									
Step 3 of 5. Inventory level control									
Fill in <input type="checkbox"/> Only checked Inventory level: <any> To order no later than: <input type="text"/>									
Products, Characteristic	UOM	To order	Remaining quantity	Minimum inventory	Maximum inventory	Orders to receive	Supply method	Supply method	
3-door wardrobe	pcs.	<input type="checkbox"/>	7,000	4,000	1,000	11,000	0.000	Calculation by s...	SC Purchase of ...
ADIDAS shoes, 35, Beige, 5, natural leather	PAIRS	<input type="checkbox"/>	1,000	0.000	1,000	1,000	0.000	Calculation by s...	SC Purchase fro...
ADIDAS shoes, 35, Green, 5, faux leather	PAIRS	<input type="checkbox"/>	1,000	0.000	1,000	1,000	0.000	Calculation by s...	SC Purchase fro...
ADIDAS shoes, 35, Green, 5, natural leather	PAIRS	<input type="checkbox"/>	1,000	0.000	1,000	1,000	0.000	Calculation by s...	SC Purchase fro...
ADIDAS shoes, 35, White, 6, faux leather	PAIRS	<input type="checkbox"/>	1,000	0.000	1,000	1,000	0.000	Calculation by s...	SC Purchase fro...
ADIDAS shoes, 36, Beige, 5, natural leather	PAIRS	<input type="checkbox"/>	0.000	17,000	1,000	1,000	0.000	Calculation by s...	SC Purchase fro...
ADIDAS shoes, 36, Black, 5, faux leather	PAIRS	<input type="checkbox"/>	1,000	0.000	1,000	1,000	0.000	Calculation by s...	SC Purchase fro...
ADIDAS shoes, 36, Green, 5, natural leather	PAIRS	<input type="checkbox"/>	0.000	17,000	1,000	1,000	0.000	Calculation by s...	SC Purchase fro...
ADIDAS shoes, 36, Green, 6, faux leather	PAIRS	<input type="checkbox"/>	1,000	0.000	1,000	1,000	0.000	Calculation by s...	SC Purchase fro...
ADIDAS shoes, 36, Green, 7, natural leather	PAIRS	<input type="checkbox"/>	1,000	0.000	1,000	1,000	0.000	Calculation by s...	SC Purchase fro...

The following purchase management methods with minimum stock levels are supported:

- **«min – max» stock** – minimum and maximum stock levels are set manually. When stock drops to minimum level (including safety stock), the user will be prompted to order the amount equal to maximum stock level.
- **Stock replenishment based on historical data** – the user is prompted to order a new product batch when, according to daily consumption history, the remaining stock will only be enough for the time of delivery of the product from supplier.
- **Stock replenishment based on standard consumption** – the user is prompted to order a new product batch when, according to standard consumption rates, the remaining stock will only be enough for the time of delivery of the product from supplier.

Warehouse and stock management



- ✓ Optimizing warehouse inventory
- ✓ Optimizing flow of materials
- ✓ Minimizing storage and processing costs

1C:ERP functionality for warehouse managers and employees, stock management services includes:

- Bin-based warehouse storage of goods and materials for faster placement of incoming goods, and easier retrieval of stored goods for shipment, transfer, or dismantling.
- Automated selection of optimal storage location during goods placement.
- Establishing work areas for easier access to warehouse bins, determining an optimal bin access order.
- Choosing between order picking strategies to optimize goods placement in bins.
- Keeping inventory accounting at consignment warehouses.
- Multi-stage stocktaking.
- Optimized internal logistics and customer delivery.

← → ☆ **Central warehouse (Warehouse)**

Main Warerooms Tasks My notes Roles and task assignees Configure series accounting Discount (markup) action

Save and close Save Usage instances

Description: Warehouse group:

Main Advanced warehousing and structure Addresses, phones

☒ Wholesale warehouse
Enable this option to register wholesale operations.

☐ Retail store
Retail sales and wholesale operations can be registered in automated and non-automated stores (cash receipts, retail reports).

☐ Shop storeroom:

Do not register separate documents to register inventory movement with production departments in shop storeroom, production documents will be used.

[Set up safekeeping](#)
Customize this option to register operations of receipt and transfer for safekeeping.

Price types
Information source
Print prices:
Source of default price information in print forms.

Price type
Accounting price type:
This type of price will be used when printing documents in print form in which prices are not indicated by the user.

Retail price type:

Retail sales will be carried out with this price type.

Department:
It is used in the journal entries for products and when synchronizing data on goods m

Business region:

Financially liable person
Responsible person:
Position:

Remaining goods control and inventory management
☒ Control supply [Exceptions \(0\)](#)
Work schedule:

[Set up demand fulfillment method](#)
[Set up inventory level control](#)

Product assortment settings
Warehouse format:
[Set new store format settings](#) [Change history](#)

Warehouse workers can access 1C:ERP from their mobile devices. Mobile access reduces time required for goods placement and order picking, and minimizes human errors thanks to barcode system.

1C:Enterprise technology platform

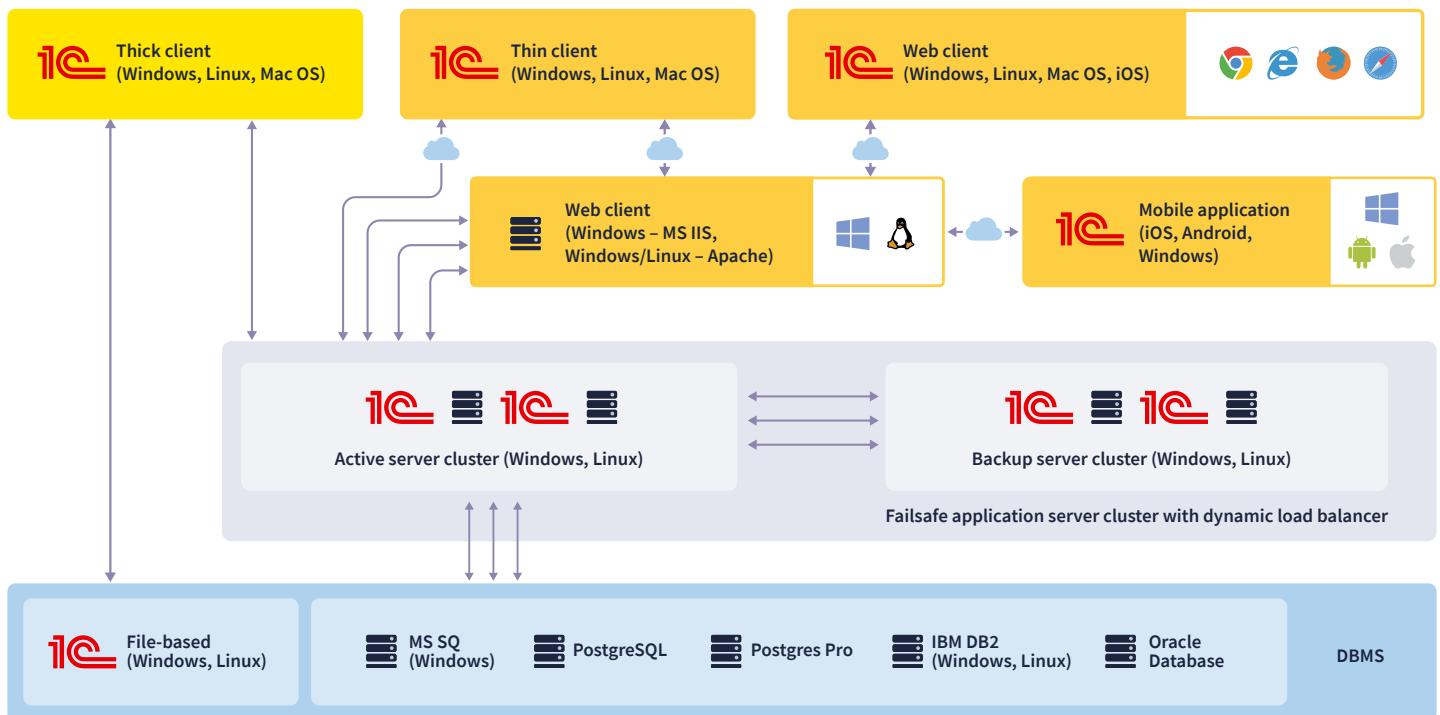
- ✓ Innovative development framework
- ✓ Scalable, fault tolerant business automation platform



Scalability and performance

1C:Enterprise platform maintains high efficiency and reliable data storage regardless of the number of concurrent users. Three-tiered architecture ensures high performance under significant load and large volume of data to process. High robustness is achieved by introducing backup server clusters, and performance is optimized by implementing dynamic load balancing between clusters.

Using industrial-grade database management systems, such as MS SQL Server, Postgres Pro, PostgreSQL, Oracle Database, IBM DB2, the platform ensures high performance and reliability for information systems. Thin client and web client offer user access over the Internet, including mobile apps. Web client does not require installation on a user's computer.



Results of 1C:Enterprise load testing for 10 000 active users per infobase

1C and IBM experts implemented a project for load testing and optimization of an information system powered by 1C:Enterprise 8. Based on project performance, the information system won the top APDEX score.



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About 1Ci

1Ci is an international division of 1C Company, a leading software developer in Eastern Europe that provides scalable and flexible technologies for business process automation to over 1.5 million companies.

1Ci has a mission to bring that technological expertise to the global market and facilitate digital transformation in businesses of all sizes.

Learn more at www.1Ci.com